



EPA Office of Small Business Programs

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy



Agenda

| | |
|----------|--|
| 9:00 am | Welcome <i>Kimberly Y. Patrick, Acting Director</i> |
| 9:10 am | Opening Remarks <i>Lamont O. Norwood, POST Team Leader</i> |
| 9:30 am | Women Owned Small Business Overview <i>Margot Dorfman, CEO, U. S. Women’s Chamber of Commerce</i> |
| 9:45 am | Environmental Protection Agency Administrator <i>Gina McCarthy, Administrator, EPA</i> |
| 10:05 am | Break |
| 10:15 am | Prime Contractor Presentations <i>Joan Knapp, EPA National Account Manager, CDM Smith</i> <i>Gregory Mallon, Vice President, Tetra Tech</i> <i>Laura Harwood, Vice President, Eastern Research Group</i> |
| 10:35 am | Contracting Opportunities Panel Presentation <i>Adhir Kackar, Associate Director, Federal and State Division Office of Sustainable Communities</i> <i>Eleanor Nolan, Junior Resource Official, Office of Water</i> <i>Michael Barton, Contract Specialist, Emergency Response Service Center</i> <i>Michael Gilham, Contracting Officer, Headquarters Procurement Operations Division</i> |
| 11:00 am | Q&A/ Wrap-Up |
| 11:30 pm | Adjourn |



**Office of Small Business Program's Women Owned Small Business
Outreach Session
Welcome**

Kimberly Patrick, Acting Director, OSBP

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy

Our Mission

“To support the protection of human health and the environment by advocating and advancing the business, regulatory, and environmental compliance concerns of small and socio-economically disadvantaged businesses”



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**Office of Small Business Program's Women Owned Small Business
Counseling Session
Small Business Update**

Lamont Norwood, POST Team Leader

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Small Business Goals

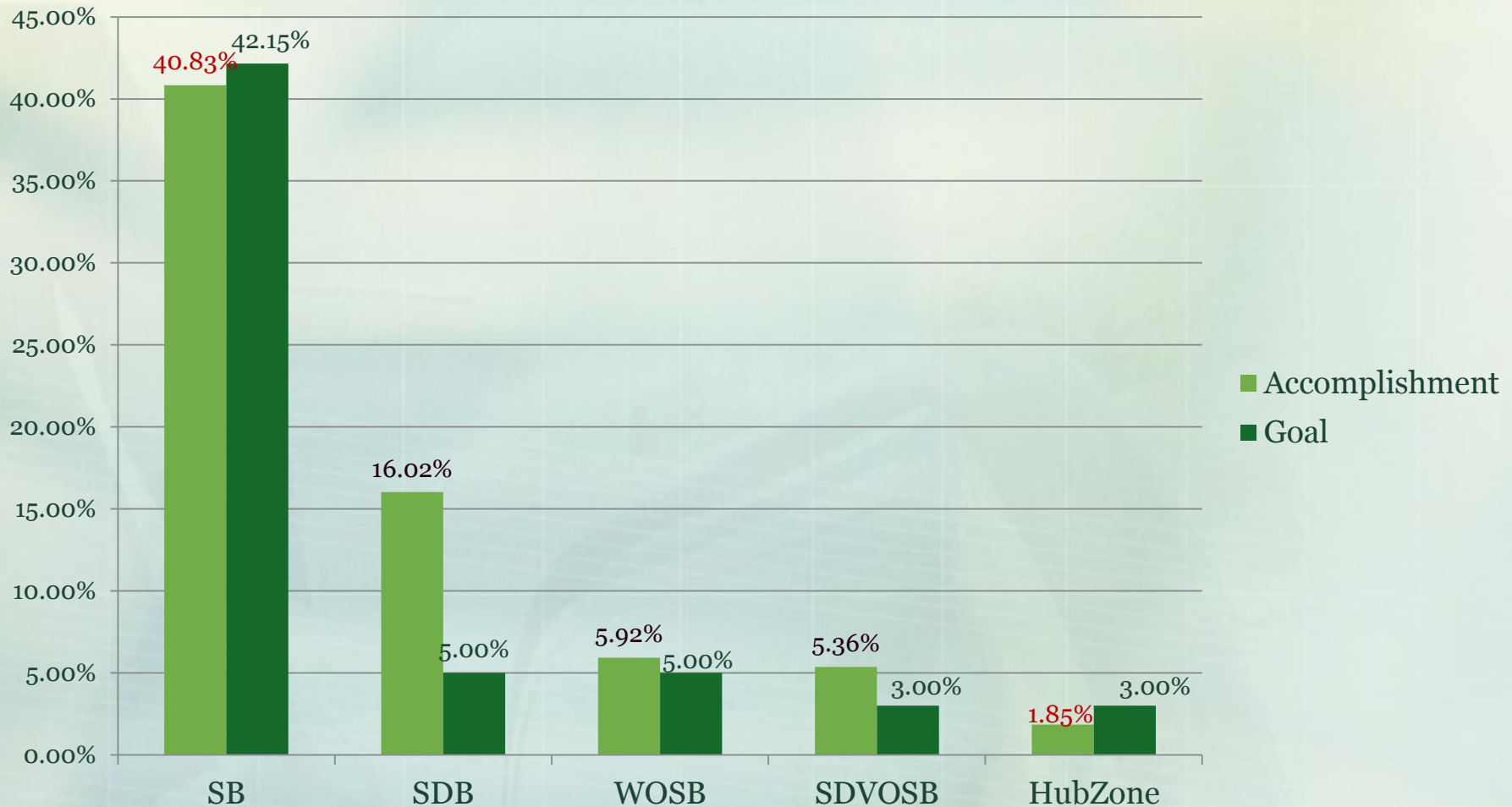
FY 2015

| Estimated Obligations | Negotiated Goal |
|---|-----------------|
| Direct | |
| Small Businesses | 40.00% |
| Small Disadvantaged Businesses | 5.0% |
| Women-Owned Small Businesses | 5.0% |
| HUBZone Businesses | 3.0% |
| Service Disabled Veteran Small Businesses | 3.0% |
| | |
| Subcontract | |
| Small Businesses | 55.0% |
| Small Disadvantaged Businesses | 5.0% |
| Women-Owned Businesses | 5.0% |
| HUBZone Businesses | 3.0% |
| Service Disabled Veteran-Owned Small Businesses | 3.0% |

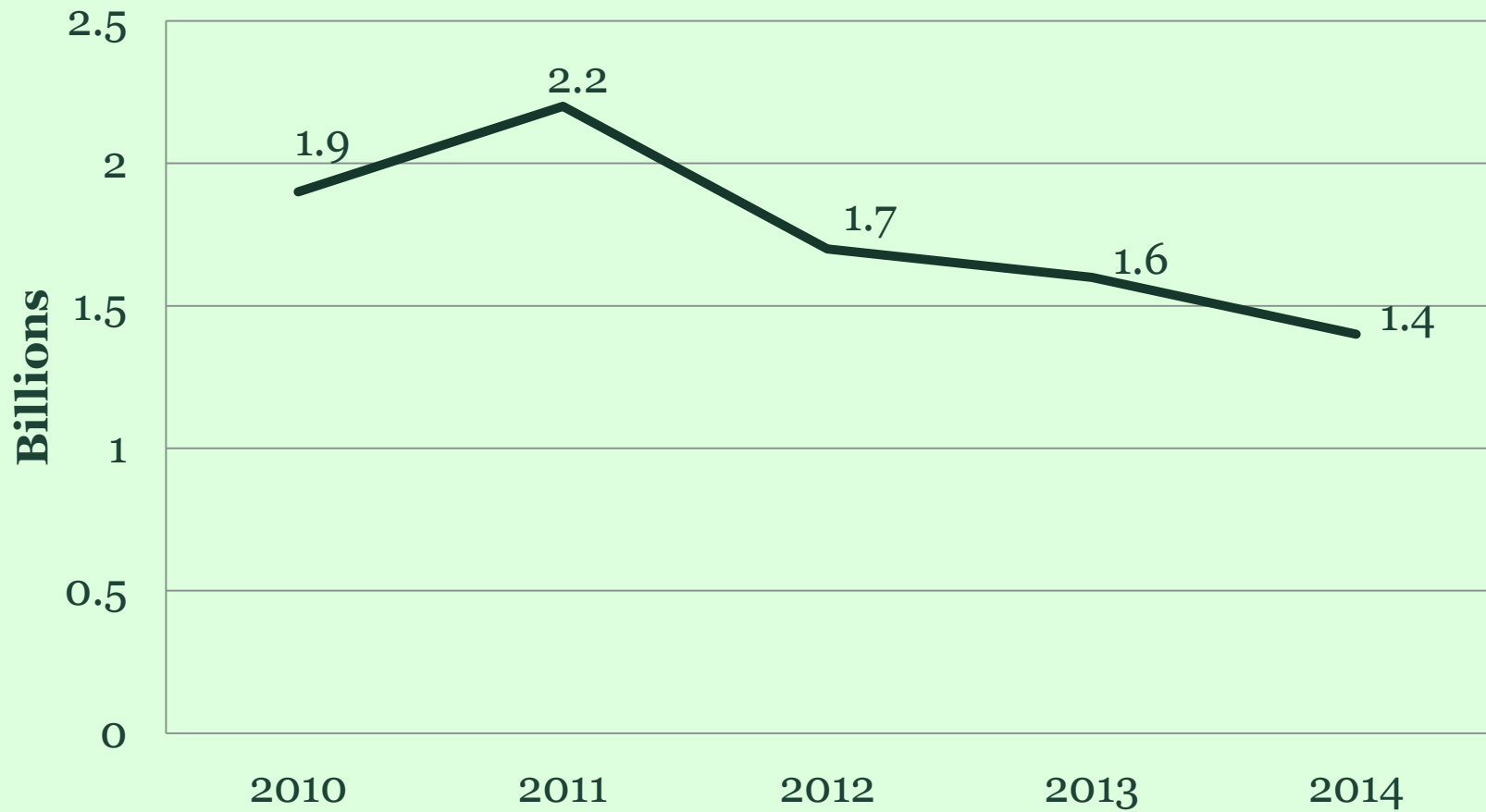
Statutory Federal Small Business Goal: 23%

EPA Small Business Accomplishments

FY2014



Annual Direct Procurement Budget



SBA Annual Procurement Scorecard Summary

FY 2009 through FY 2013

Agencies shown in order of total contract spending for FY 2013

| Agency | FY 2009 Grade | FY 2010 Grade | FY 2011 Grade | FY 2012 Grade | FY 2013 Grade | Grade of "A" or "A+" five years in a row? |
|---------|---------------|---------------|---------------|---------------|---------------|---|
| DoD | B | B | B | B | B | No |
| DOE | A | B | F | F | F | No |
| HHS | C | A | A | A | A | No |
| VA | A | A | B | A | A | No |
| NASA | C | C | B | A | A | No |
| DHS | A | A | A | A | A | Yes |
| DOJ | D | B | C | A | B | No |
| USDA | A | A | A | A | A | Yes |
| GSA | C | A | A+ | A+ | A | No |
| DOC | C | A | A | A | A | No |
| DOS | B | A | A | A | A | No |
| DOEduc | A | C | B | C | A | No |
| DOI | A | A | A | A | A+ | Yes |
| DOTreas | B | A | A+ | A+ | A | No |
| DOL | A | A | A | A | A | Yes |
| HUD | B | D | C | A | A | No |
| DOT | A | A | A | A | A+ | Yes |
| EPA | A | A | A | A | A | Yes |
| USAID | F | C | A | B | A | No |
| SSA | B | A | A | B | A | No |
| OPM | F | D | C | B | A+ | No |
| NSF | F | C | B | C | B | No |
| NRC | B | B | A | A | A | No |
| SBA | A | B | A | A | A | No |
| All | B | B | B | B | A | No |

Observation: Out of the 24 participating agencies, 6 agencies (DHS, USDA, DOI, DOL, DOT, and EPA) have received a grade of "A" or "A+" five years in a row.

Top Procurement Categories

FY2015



Hazardous
Substance
Removal,
Cleanup, and
Disposal Services
and Operational
Support
562910



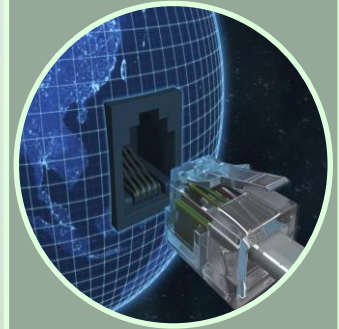
Other
Professional
Services
541990



Architect -
Engineer
Services
(Including Landscaping,
Interior Layout, and
Designing)
541300



Other
Environmental
Services, Studies,
and Analytical
Support
541620



Other ADP and
Telecommunications
Services
(Includes Data Storage
on Tapes, Compact
Disks, ETC.)
541519



Potential Procurements

| <i>Record #</i> | <i>NAICS code</i> | <i>Description</i> |
|-----------------|-------------------|--|
| FY13-571 | 811212 | Printer Maintenance |
| FY13-568 | 518210 | Records and Library Support |
| FY13-594 | 541712 | Security Guard Services for the U.S. Environmental Protection Agency Edison, NJ Environmental Center |
| FY13-554 | 541712 | On-site Research Laboratory Support for the EPA Office for Research and Development at Research Triangle Park (RTP) North Carolina |
| FY13-688 | 541712 | Scientific, Technical, Research, Engineering, and Modeling Support III (STREAMS 3) |
| FY12-494 | 541511 | Region 3 Chesapeake Bay Program Office IT Support Services |
| FY13-599 | 541611 | Support for strategic planning, training, public education, outreach and communication, peer review support |
| FY13-611 | 561210 | EPA RTP Facilities Operations and Maintenance Support |
| FY13-685 | 512110 | Video Production Support for OAR |

Questions/Comments?

Lamont Norwood
Team Lead for Procurement
202-566-2933
norwood.lamont@epa.gov

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Office of Small Business Program's Women Owned Small Business Outreach Session

Women Owned Small Business Update

Margot Dorfman, CEO, US Women's Chamber of Commerce

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy



U.S. Women's Chamber
of Commerce

Unifying the collective strength of women in the U.S. economy.

The U.S. Women's Chamber of Commerce

WOSB Brief Environmental Protection Agency May 6, 2015

*The independent force behind an economic
revolution in America.*

www.uswcc.org



What is the USWCC?

The Independent Force Behind an Economic Revolution

The U.S. Women's Chamber of Commerce:

- THE National Economic Development organization for women
- Advancing the economic status for women and small businesses
- A 501(c)(6) not-for-profit trade association based in DC
- With over 500,000 members nationally comprised of individuals, small businesses and small business advocates
- Committed to real progress with a 360 degree strategy to drive change
- Independent & Non-Captive: not funded by large corporate or political sponsors who would use us as a marketing channel
- Has been at the forefront in ensuring WOSB have fair access to federal contracts



USWCC Resource for Agencies & Large Primes

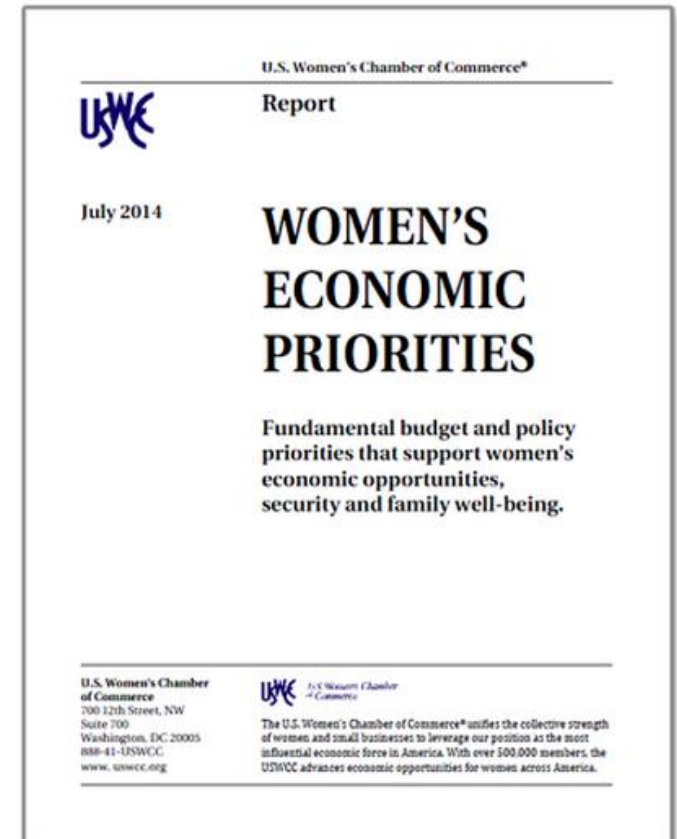
Key Strategies to Drive Business Growth:

- Conduit between Agencies / Large Primes and WOSBS
- Provide education
- Distribute opportunities via Website, Email and Web Conferences
- Host Agency / Large Prime Spotlight Events
- Agency / Large Prime Liaison Program
- How else can we serve you?

Access to Contracts for Women-Owned Small Businesses

Did you know?

- Women Own 1/3 of all business in the U.S.
- WOSB Goal has never been reached resulting in over \$110 Billion of lost opportunities.
- If no additional women had joined the paid economy since 1970, U.S. Gross Domestic Product (GDP) would be 75% of its current size.
- Women business owners and 50/50-owned firms employ nearly 15.9 million people.



WOSB/EDWOSB Timeline

1994: FASA sets an overall contracting goal of 5% for women-owned businesses.

2000: Congress passes the Equity in Contracting for Women Act December 21, 2000 giving agencies the ability to limit certain competitions to women-owned small businesses.

2004: On October 29, 2004, the U.S. Women's Chamber of Commerce, brings suit against the SBA for its failure implement the program (and won)

2010: October 2010, the SBA publishes new final rule for the implementation of the program and estimates 120 days to implementation. [13 C.F.R., Part 127](#)

2011: March 2011 U.S. Women's Chamber of Commerce dismisses claim against the SBA in its entirety, without prejudice.

2011: April 2011 - Program goes live.

2011: June U.S. Women's Chamber of Commerce Approved as SBA 3rd Party Certifier

2012: Agencies continue to fail to meet their WOSB/EDWOSB goals.

2012 – 2013: USWCC Continues efforts to ensure agencies are using the program.



U.S. Women's Chamber of Commerce



U.S. Women's Chamber of Commerce

uswcc.org/certification

WOSB/EDWOSB Timeline

2013: June 2013 USWCC WOSB/EDWOSB Snap Survey Finds Contracting Officers responsible for verifying Self Certified WOSBs are not using program. Sends Report to Rep Nydia Velasquez.

2013: June 2013 Congresswoman Velazquez, along with five co-sponsors introduced HR 2452 the Women's Procurement Program Equalization Act to mirror the other socioeconomic set-aside programs. Removes Self Certification, adds sole source and provides for accountability.

2013 - 2014: U.S. Women's Chamber of Commerce lobbies for the passage of HR2452.

2014: June 2014 SBA Celebrates WOSB set-aside Holding for the 2nd year at 4% / USWCC Releases Flash Report that shows 53% of those who applies for USWCCC WOSB/EDWOSB Certification were denied and 39% of those were found as self certified in SAM.

2014: July 2014 U.S. Women's Chamber of Commerce Releases the Women's Economic Priorities Report.

2014: August 2014 U.S. Women's Chamber of Commerce Launches IVoteforWomen.org.

2014: October 2014 GAO Releases Report Finding.

2014: December 2014 NDAA signed into law removing Self-Certification, adding Sole Source and Accountability.



Program Fixes Proposed

HSBC Ranking Member Velazquez Sponsors HR 2452: Women's Procurement Program Equalization Act of 2013

Puts the program on same footing as other set-aside programs and brings trust, credibility and accountability:

- Adds a Sole Source program that is in alignment with the other socio-economic set-aside programs.
- Removes the Contracting Officer's obligation to verify validity of self-certifications for women-owned firms.
- Holds Agency Leaders accountable for using the program. Holds Agency Heads & Contracting Officers accountable for using the program (Small Business Offices need teeth to do their jobs.).



U.S. Women's Chamber
of Commerce

Unifying the collective strength of women in the U.S. economy.

FLASH REPORT

ACCOUNTABILITY IN CONTRACTING

Who are you
competing against?

39%

WOSB/EDWOSB
Certification Applications

DENIED

53%

Firms Denied Certification
Have Self-Certified
as WOSB/EDWOSB in
Government Database

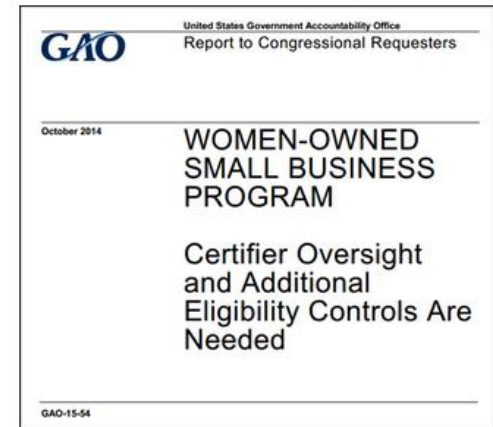


GAO Report - Released Oct 7, 2014

Certifier Oversight and Additional Eligibility Controls are Needed:

More than 40% of women-owned set-aside contracts were awarded to ineligible firms in FY 2012 and 2013, Contracting Officers responsible for verifying Self Certified WOSBs

- **Oversight Failure:** The SBA performs minimal oversight for third-party certifiers.
- **Lack of Responsiveness:** The GAO reports it was unable to interview the Women's Business National Enterprise Council (WBENC). SBA requested documentation of WBENC's oversight procedures but their written response to SBA was not fully responsive.
- **Lack of Action:** The SBA has not taken action to rectify the lack of cooperation from WBENC or remove WBENC as a third-party certifier for the
- **Reports of Potential Fraud Ignored by SBA:** A review of the monthly reports found one certifier (USWCC) listed one or two reports of potential fraud among businesses denied certification in sixteen of the thirty-four months reviewed. However, the SBA did not take action to investigate these reports of potential fraud.



December 2014 Victory for HR2452 – Signed into law using the NDAA

Congress, through the 2015 NDAA, made several changes/updates to the WOSB/EDWOSB majority-women-owned small business set-aside program.

These changes included:

- (1) Ending the self-certification option (which has brought about a high level of ineligible firms receiving contracts intended for WOSB/EDWOSB firms) and requiring that firms be certified as a WOSB or EDWOSB by a Federal Agency, a State Government, SBA, or a national certifying entity approved by the SBA.
- (2) Adding sole source authority to the program (for contracts that do not exceed \$4M / \$6.5M for manufacturing contracts).
- (3) Completing a study by January 2, 2016 to update eligible industries for the program.

SBA Releases Proposed Rule for WOSB / EDWOSB Program

On May 1, 2015 the Small Business Administration Issued the Proposed Rule

- Announces the first delay of implementation for the Congressional mandated end of self-certification. As the SBA seeks to continue the acceptance of self-certification (even though self-certification no longer has statutory authority), it forces legitimately majority-women-owned firms onto shaky legal ground.
- Seeks to provide greater flexibility when determining industries eligible for the WOSB/EDWOSB Program (which could open the door for a broader set of industries included).
- Provides the statutory framework to add sole source authority.
- Continues to mischaracterize adding sole source authority as the final action to bring parity to the WOSB/EDWOSB program – as compared with all set-aside programs.

Failure to End the Self Certification Option Places Women-Owned Firms on Shaky Ground

Attorney Steven Koprince (Managing Partner at Koprince Law LLC with a practice focusing on federal government contracts law) states:

- The SBA's approach to continue acceptance of self-certification until the SBA adopts a new regulatory framework, "may be legally problematic given that Congress did not authorize a continuation of WOSB self-certification pending SBA regulatory action."
- Nothing in the NDAA suggests that self-certification may remain in place until the SBA takes action. As the Supreme Court itself has written, "it is well established that, absent a clear direction by Congress to the contrary, a law takes effect on the date of its enactment."

The SBA seeks flexibility when determining industries eligible for the WOSB/EDWOSB Program

proposed regulations to end the limited approach for selecting industries that are eligible for the program

The U.S. Women's Chamber of Commerce has long asserted that the methodology previously employed to determine underrepresented and substantially underrepresented was overly limiting and did not comply with the recommendations provided by the National Academy of Sciences. Instead, the SBA now seeks to define "underrepresentation" and "substantial underrepresentation" simply as, "determined by a study using a reliable and relevant methodology."

We believe this is a positive step forward; however – without a clear methodology, we will not know if this action is favorable until we view the outcome of the new study of eligible industries (which is due by January 2, 2016).

The SBA provides the statutory framework to add sole source authority

The SBA has taken the expected steps to add sole source authority to the WOSB/EDWOSB program:

- (a) adds sole source contracts to the definitions of EDWOSB / WOSB requirement
- (b) adds the contracting officer's ability to make a sole source award in industries in which competition may be restricted to WOSB/EDWOSBs
- (c) adds the typical language that requires these sole source contracts may only be used after a contracting officer conducts market research and cannot identify two or more WOSBs or EDWOSBs that can perform the contract at a fair and reasonable price
- (d) includes a cap of \$6.5M for manufacturing contracts and \$4M for other contracts
- (e) addresses sole source awards for contracting opportunities at or below the simplified acquisition threshold
- (f) amends protest regulations to include procedures for protests involving sole source contracts

The SBA provides the statutory framework to add sole source authority

However, there are two important additional elements for women-owned firms to note:

- (1) Without explaining why, the SBA seeks to strike the following from the existing regulations, “Any other party or individual may submit information to the contracting officer or SBA in an effort to persuade them to initiate a protest or to persuade SBA to conduct an examination pursuant to subpart D of this part.”
- (2) Given that there is now no statutory authority to employ self-certification, the newly published proposed regulations to add sole source authority should not allow firms to use self-certification in the award of sole source contracts.

Where are we today?

SBA continues to mischaracterize adding sole source authority as the final action to bring parity to the WOSB/EDWOSB program

The 8(a) set-aside program – clearly the most successful set-aside program in federal contracting – does not accept self-certifications.

Real parity with the successful 8(a) set-aside program won't come about for legitimately majority-women-owned firms until self-certification is ended and high standards are held in the certification process, thus bringing greater assurance that the competitive pool for WOSB/EDWOSB set-asides consists of only majority-women-owned firms.

Next Steps

All comments are due to June 30, 2015.

The U.S. Women's Chamber of Commerce will continue to review the proposed regulations and looks forward to hearing from our members regarding your views. All comments are due to June 30, 2015.

Please submit your comments to the U.S. Women's Chamber of Commerce.

www.uswcc.org

If you haven't done so already, get certified!



uswcc.org/certification



2015 Events

- WOSB | National Council Conference
 - DC Summer Conference – July 8, 2015
 - DC Fall Conference – November 4, 2015
 - DC Spring Conference – March 16, 2016
- National Summit
 - DC Summer Conference – July 9, 2015
 - DC Fall Conference – November 5, 2015
 - DC Spring Conference – March 17, 2016
 - Southeast (Orlando) Conference – January 27-28, 2016
- USWCC Leader Training
- USWCC Agency Connect Network Meetings
- Ongoing Web Meetings → <http://www.uswcc.org/meetings/>



U.S. Women's Chamber
of Commerce

Unifying the collective strength of women in the U.S. economy.

Thank you

I look forward to working with you to drive economic progress for women.

The U.S. Women's Chamber of Commerce is a strong partner in progress.

Thank you.

A handwritten signature in black ink, reading 'Margot Dorfman'.

Margot Dorfman, CEO
U.S. Women's Chamber of Commerce
888-418-7922, www.uswcc.org



**When We Focus Our Power,
We Shape Our World.**

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Environmental Protection Agency

Gina McCarthy, EPA Administrator

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****BREAK****

PLEASE RETURN IN 10 MINUTES

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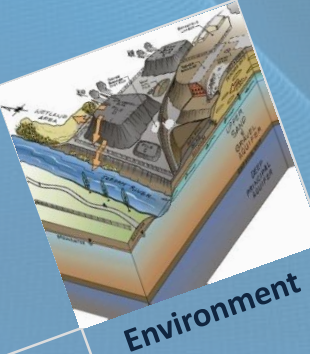
**Office of Small Business Program's Women Owned Small Business
Outreach Session
CDM Smith**

Joan Knapp, EPA National Account Manager

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy

CDM Smith & Small Businesses: Together Supporting EPA

Presented by:
Joan Knapp
EPA WOSB
Counseling Session
May 6, 2015



**CDM
Smith**

Getting to Know CDM Smith

- Full-service consulting, engineering, construction, and operations firm
- Solutions in water, environment, transportation, energy and facilities for public and private clients worldwide
- 5,000+ staff in 150 locations worldwide; headquartered in Cambridge, Massachusetts
- Formed by Camp Dresser & McKee 's (founded 1947) 2011 acquisition of Wilbur Smith Associates (founded 1952)
- Employee owned, instilling pride in our work and allowing us the freedom and independence to put our clients first

Office locations



CDM Smith

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graph TD; CDM_Smith[CDM Smith] --> NA_Unit[North American Unit]; CDM_Smith --> CDM_Federal[CDM Federal Programs Corporation]; CDM_Smith --> Int_Unit[International Unit]; CDM_Smith --> Tech_Services[Technical Services Unit]; CDM_Smith --> Const_Unit[Construction Unit];
```

North
American Unit

CDM Federal
Programs
Corporation

International
Unit

Technical
Services Unit

Construction
Unit

CDM Federal Programs Corporation

- CDM Federal Programs Corporation established in 1986
- Meets the most stringent federal government requirements for cost accounting, procurement, quality, safety, and other priorities
- Clients: EPA, Navy, Army Corps of Engineers, FEMA, Department of Energy, Department of Defense, BuREC, Department of Transportation



Environment Group

Supporting EPA Since 1980

- **EPA Superfund Program Support (1980 – ongoing)**
 - Interim Zone, REM, TES, ARCS, RAC, AES, RAC2
 - RAC 2 Prime Contractor in Regions 2, 3 and 8
 - Subcontractor to SB Primes in Regions 6, 7, 9 and 10
 - Crossover support provided to Regions 1, 4, and 5
 - Support Regions through USACE and DOT contracts
- **EPA ORD Support on STREAMS 2**
- **EPA Office of Water**
- **EPA Office of Pesticides**
- **EPA support through GSA**



Environment Group

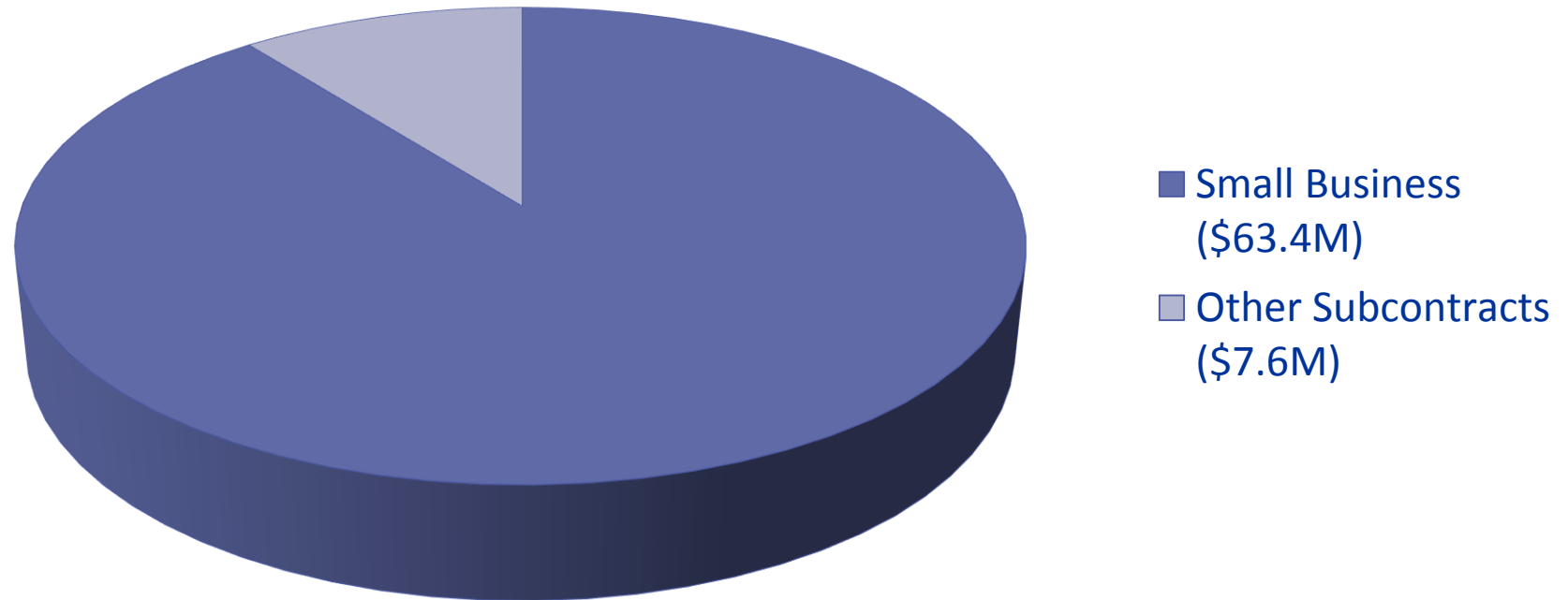
Small Business Program

- **Project-Specific Subcontract Needs**
 - A-E Services - Surveying & Mapping, O&M Services
 - Construction Services - Treatment System Construction, Excavation & Hauling
 - Site Support Services - IDW Hauling and Disposal, Cultural Resource Survey
 - Field Investigation Services - Sampling, Geophysical Surveys, Well Drilling
 - Analytical Laboratory Services



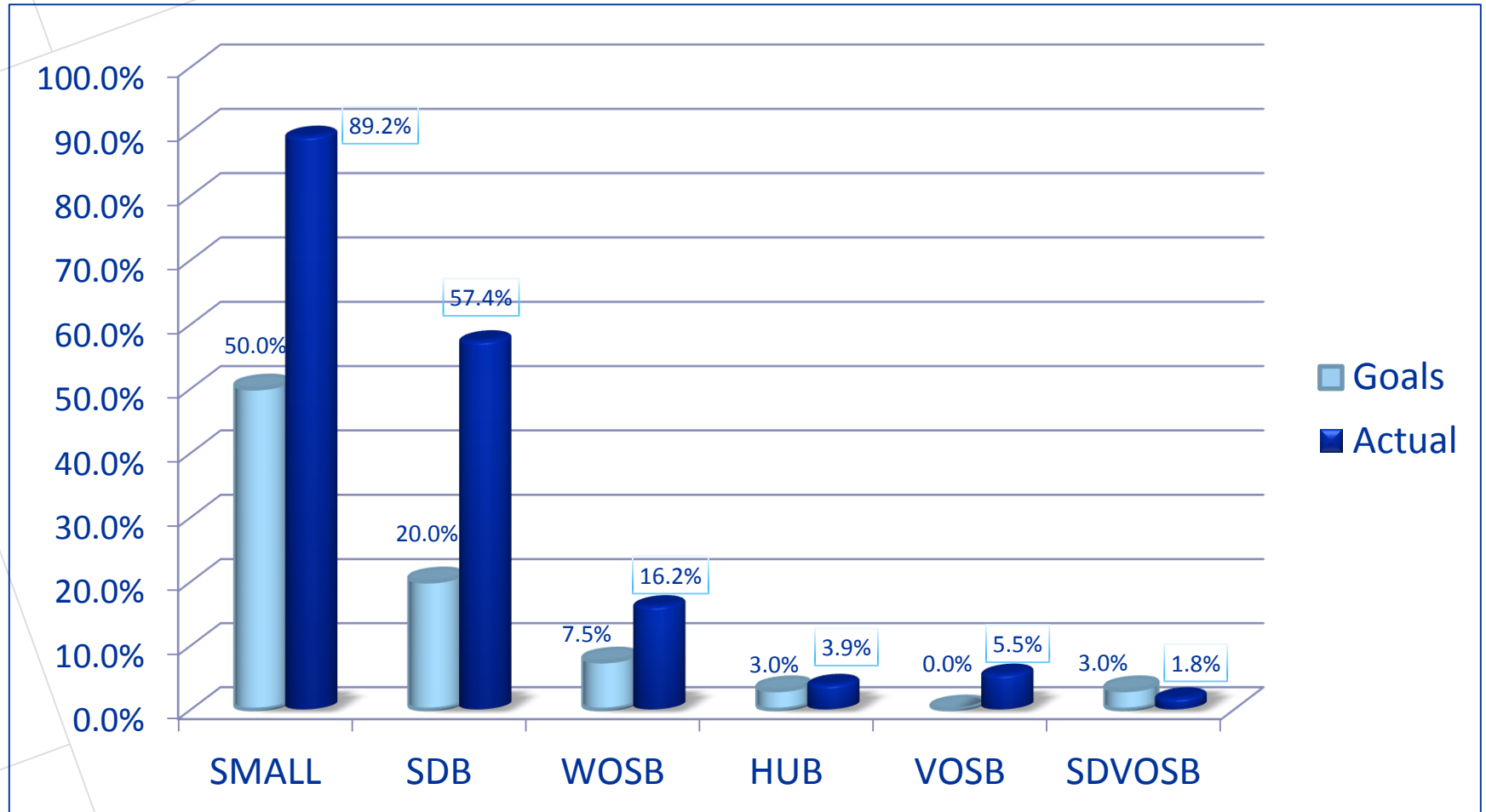
Focus on Small Business Subcontracting on EPA Contracts

Nearly 90% of Total Subcontract Dollars Go to Small Businesses



Current EPA Contracts – as of 09/30/14

Small Business Goal Vs. Actual



We Want to Work With You!

- We want to work with you to meet EPA's technical challenges and socioeconomic goals on EPA contracts

Please Contact Us –

- Jeanne Litwin
 - EPA National Account Manager
 - 212-377-4524
 - Litwinj@cdmsmith.com
- Joan Knapp
 - Program Manager
 - 410-357-0275
 - Knappjo@cdmsmith.com

Agenda

| | |
|----------|--|
| 9:00 am | Welcome <i>Kimberly Y. Patrick, Acting Director</i> |
| 9:10 am | Opening Remarks <i>Lamont O. Norwood, POST Team Leader</i> |
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Office of Small Business Program's Women Owned Small Business Outreach Session

Tetra Tech

Gregory Mallon, Vice President

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy



complex world | **CLEAR SOLUTIONS™**

Corporate Overview



U.S. EPA Woman-Owned Small Business Counseling Session



complex world

CLEAR SOLUTIONS™

WATER

ENVIRONMENT

ENERGY

INFRASTRUCTURE

NATURAL RESOURCES

*In a **complex world** with competing demands for limited resources, Tetra Tech offers **clear solutions** made possible with sound science, understanding, innovation, and industry-leading approaches.*

What We Do...

WATER



- Water Resources
- Drinking Water
- Groundwater
- Wet Weather Infrastructure/CSOs
- Wastewater Treatment
- Water and Agriculture

NATURAL RESOURCES



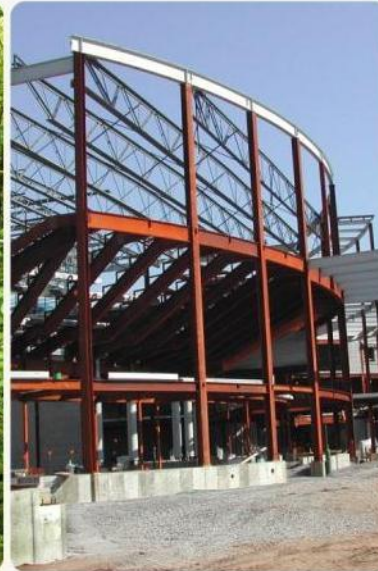
- Mining
- Industrial Process
- Oil and Gas

ENVIRONMENT



- Air Quality
- Environmental Compliance
- Environmental Management
- Environmental Response/Disaster Management
- Remediation
- Waste Management

INFRASTRUCTURE



- Transportation
- Dams, Locks, and Levees
- Buildings
- Ports, Harbors, and Waterfront
- Communications
- Information Technology
- Construction

ENERGY



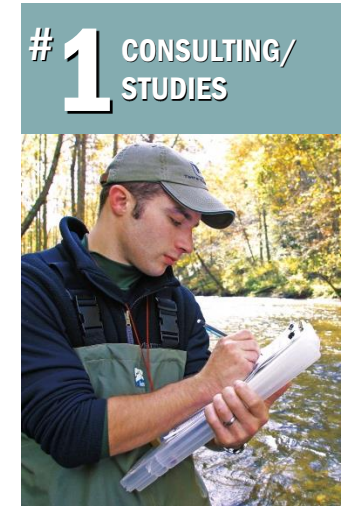
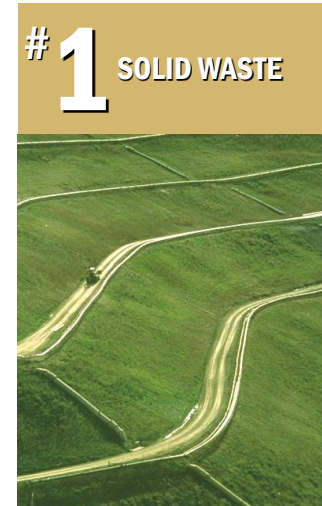
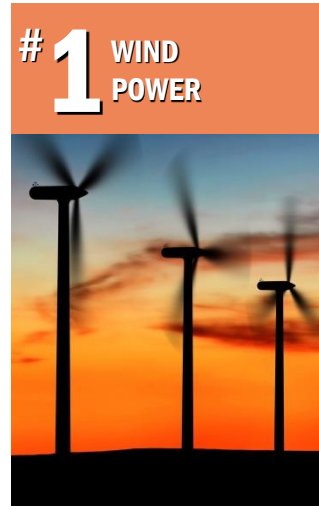
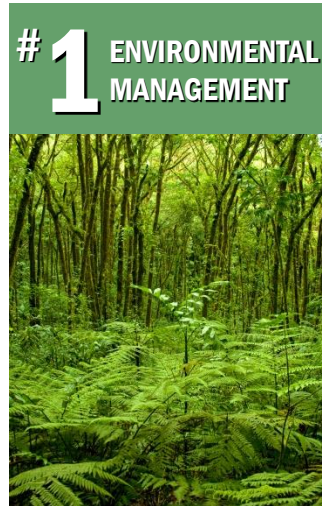
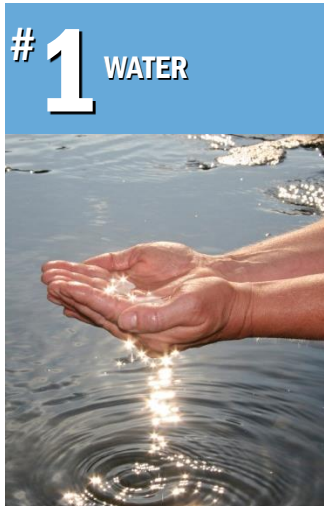
- Wind
- Solar
- Hydropower
- Nuclear
- Emerging Renewables
- Transmission and Distribution
- Utilities/Market Analytics
- Energy Efficiency

Just the facts...



- Founded in 1966
- \$2.6 billion in revenue in 2013
- More than 14,000 employees worldwide
- Worked in more than 140 countries
- Publicly-traded on NASDAQ as TTEK

How We Rank...



ENVIRONMENTAL RANKINGS

4 Top 200 Environmental Firms

1 Water Treatment/Supply

2 Environmental Science

3 Environmental Firms in International Markets

4 Hazardous Waste

6 Engineering/Design

DESIGN RANKINGS

8 Top 500 Design Firms

2 Treatment/Desalination

4 Sewer & Waste

7 Industrial Process

9 General Building

13 Global Design Firms

Source: Engineering News-Record issues: 04/26/13, 06/17/13, 07/08/13, and 08/07/13

08/09/13

U.S. EPA

- *Tetra Tech has been providing technical support services to EPA for over 25 years.*
- *Commitment to innovative and cost effective support to EPA's ongoing and emerging needs.*
- *Large Business Prime with contracts in:*
 - *Office of Solid Waste and Emergency Response*
 - *Office of Water*
 - *Office of Research and Development*
 - *EPA Regional Offices*



Commitment to the Use and Mentoring of Small Businesses.

- *U.S. Small Business Administration's (SBA) 2013 Dwight D. Eisenhower Award for Excellence in the Services category.*
- *Tetra Tech has awarded contracts valued at more than \$750 million to small business suppliers and subcontractors in the last five years.*
- *Meeting or exceeding SB goals on EPA prime contracts.*



Lessons Learned

- Do your homework
 - Know the prime and client
 - Define your role and value to prime/client
- Timing
 - Teams form 1-2 years before RFP
 - EPA forecast not post award
- Scope vs. Work Ordered
- Focus on New and Expanded Work
 - Current work covers current staff
 - EPA is a challenging market given the current budget situation
 - Need to honor current relationships and commitments
 - Leverage your specialized skills and contacts



Tt EPA Practice Contacts

- *Office of Water*
 - Gregory Mallon
 - Fairfax, VA
 - gregory.mallon@tetrattech.com
 - (703) 385-6000
- *Office of Solid Waste and Emergency Response*
 - Paul Brown
 - Reston, VA
 - paul.brown@tetrattech.com
 - (703) 390-0658



Questions?



TETRA TECH

complex world | **CLEAR SOLUTIONS™**

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**Office of Small Business Program's Women Owned Small Business
Outreach Session
Eastern Research Group**

Laura Harwood, Vice President

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy

A close-up photograph of several bright green, serrated leaves on a thin brown branch, set against a blurred background of more foliage and light.

ERG Small Business Program

EPA Women-Owned Small Business Outreach
May 6, 2015





ERG History

1984



1988

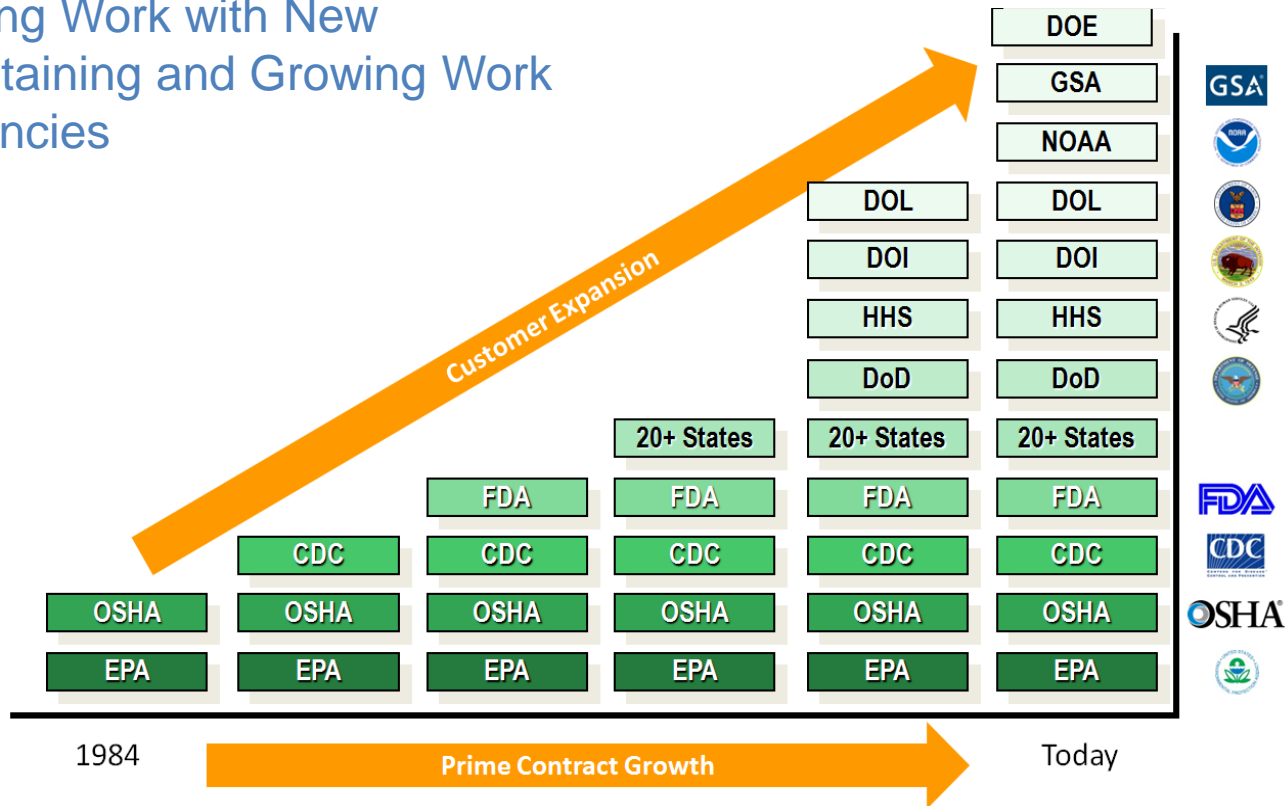


1989



Client Retention and Growth

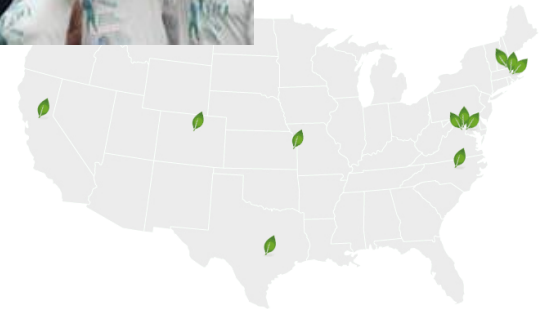
Constantly Building Work with New Agencies and Retaining and Growing Work with Existing Agencies





ERG Today

- About 400 employees in 11 offices
- Employee owned
- Hold more EPA prime contracts than any other firm
- Contracts across EPA offices
 - Air
 - Water
 - Waste
 - Pollution Prevention
 - Research and Development
 - Compliance and Enforcement
 - Administration and Resource Management





ERG Service Areas



Air Quality



Mobile Sources



Climate Change



Occupational Health and Safety



Energy



Public Health



Information Technology



Solid Waste Management



Marine and Coastal Resources



Water Quality



Current WOSB Opportunities

- Air Quality Support
 - Air emission modeling
 - Regulatory development
 - Emission inventory
 - GHG emissions
 - GHG inventory
 - Air pollution prevention and control
 - Engineering costing
 - Emission estimation
- Facility Management
- Marketing/PR



Contact Us!

- Register your business with ERG:
 - www.erg.com/teaming
- Contact:
 - Laura Harwood, Small Business Liaison
 - laura.harwood@erg.com
 - 703 841-0589

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| 9:35 am | Disadvantaged Business Enterprise Program Overview <i>Teree Henderson, DBE Program National Coordinator</i> |
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**Office of Small Business Program's Women Owned Small Business
Outreach Session
Panel Presentation
EPA Contracting Officials**

Thinking Small Business First- Professionalism, Innovation, Collaboration, Advocacy

Regulation, Evaluation, and Technical Support Contract

| | |
|---------------------------|--|
| NAICS Code: | 541620 |
| Size Standard: | \$14M |
| Strategy: | Full and Open Competition |
| Target Solicitation Date: | FY 2015 Q1 |
| Target Award Date: | FY 2015 Q3 |
| Estimated Value: | \$15-30M |
| Point of Contact: | Meghan Thomas Thomas.Meghan@epa.gov |
| Services: | To provide technical and regulatory development services to support the Office of Emergency Management |
| Office: | Office of Emergency Management |

Not yet posted: ORCR Mission Support

| | |
|---------------------------|---|
| NAICS Code: | 541620 |
| Size Standard: | \$14M |
| Strategy: | Capability statements still out – Due 11/10/2014. See: FedConnect SOL-HQ-15-00003 |
| Award Type: | Multiple Award |
| Target Solicitation Date: | FY 2015 Q1 |
| Target Award Date: | FY 2015 Q4 |
| Estimated Value: | \$15-30M/Award |
| Point of Contact: | Wendel Miser Miser.Wendel@epa.gov |
| Services: | To provide mission support services for the Office of Resource Conservation and Recovery |

Not yet posted: SMM Data Management and Reporting System

| | |
|---------------------------|---|
| NAICS Code: | 541511 |
| Size Standard: | \$25.5M |
| Strategy: | Full and Open Competition – GSA |
| Target Solicitation Date: | FY 2015 Q1 |
| Target Award Date: | FY 2015 Q2 |
| Estimated Value: | \$500K - \$1M |
| Point of Contact: | Manuela Meyer: Meyer.Manuela@epa.gov |
| Contract Type: | Blanket Purchase Agreement |
| Services: | To host, maintain, and enhance the SMM Data Management and Reporting System for the Resource Conservation and Sustainability Division |

Not yet posted: IT Support for the Assessment Cleanup and Redevelopment Exchange System

| | |
|---------------------------|---|
| NAICS Code: | 541512 |
| Size Standard: | \$27.5M |
| Strategy: | Full and Open Competition – Federal Supply Schedule |
| Target Solicitation Date: | FY 2015 Q2 |
| Target Award Date: | FY 2015 Q3 |
| Estimated Value: | \$10M - \$20M |
| Point of Contact: | Meghan Thomas: Thomas.Meghan@epa.gov |
| Office: | Office of Brownfields and Land Revitalization |

Remedial Acquisition Framework: Environmental Services and Operations

| | |
|---------------------------|--|
| NAICS Code: | 562910 |
| Size Standard: | 500 employees |
| Strategy: Anticipated | Sources Sought will be released shortly – Multiple Awards |
| Target Solicitation Date: | FY 2016 Q1 |
| Target Award Date: | FY 2016 Q4 |
| Estimated Value: | >\$100M |
| Point of Contact: | Evelyn Stanley Stanley.evelyn@epa.gov |
| Services: | To provide technical support to EPA project managers in the oversight of EPA contractor implementing the remedial action under the RES contract. |

Remedial Acquisition Framework: Design Engineering Services

| | |
|---------------------------|---|
| NAICS Code: | 562910 |
| Size Standard: | 500 employees |
| Strategy: | Pending Architect-Engineering Qualifications using the SF 330 under FAR Part 36.6 and the Brooks Act. |
| Target Solicitation Date: | FY 2016 Q1 |
| Target Award Date: | FY 2016 Q4 |
| Estimated Value | >\$100M |
| Point of Contact: | Derek Davis davis.derek@epa.gov |
| Services: | Provide remedial investigations, feasibility studies, remedial design, engineering evaluation/cost analysis, targeted brownfield assessments, and general technical assistance. |

High Resolution Superfund Methods (HRSM)

| | |
|-------------------|--|
| NAICS Code: | 541380 |
| Title: | Testing Laboratories |
| Size Standard: | \$14M |
| Strategy: | FP IDIQ contract, Partial Small Business Set Aside (30%) |
| Estimated Value | \$3M- \$5M |
| Point of Contact: | Helen Britz britz.helen@epa.gov |
| Services: | Superfund Dioxin/Furans and PCB Congeners Methods (Multi-Media, Multi-Concentration) |
| Office: | Office of Solid Waste and Emergency Response (OSWER), Office of Superfund Remediation and Technology Innovation(OSRTI), Technology Innovation and Field Sciences Division(TIFSD), Analytical Services Branch(ASB) |

Environmental Response Training Program

| | |
|-------------------|--|
| NAICS Code : | 541620 |
| Title: | Environmental Consulting Services |
| Size Standard: | \$14M |
| Strategy: | Small Business Set Aside |
| Estimated Value | \$2-\$4M |
| Point of Contact: | James Langan langan.james@epa.gov |
| Services: | Training program for hazard ID, evaluation, control, decontamination |
| Office: | Office of Solid Waste and Emergency Response (OSWER), Office of Superfund Remediation and Technology Innovation (OSRTI), Environmental Response Team (ERT) |

Environmental Response Team (ERT) Technical Support

| | |
|-------------------|--|
| NAICS Code : | 541620 |
| Title: | Environmental Consulting Services |
| Size Standard: | \$14M |
| Strategy: | TBD |
| Estimated Value | \$3-\$5M |
| Point of Contact: | Dionne Wright wright.dionne@epa.gov |
| Services: | Provides emergency response capabilities, environmental data management and assessment, and site related technical support and documentation in the areas of radiation and hazardous materials to ERT. |
| Office: : | Office of Solid Waste and Emergency Response (OSWER), Office of Superfund Remediation and Technology Innovation (OSRTI), Facilities Management and Services Division |

Response, Engineering and Analytical Contract (REAC)

| | |
|-------------------|---|
| NAICS Code : | 541620 |
| Title: | Environmental Consulting Services |
| Size Standard: | \$14M |
| Strategy: | Full & Open Competition and Small Business Set-aside |
| Estimated Value: | TBD |
| Point of Contact: | Claudia Armstrong armstrong.claudia@epa.gov |
| Services: | Provides technical, analytical and information technology support to ERTC in developing and oversight of cleanup activities and evaluation of specific sites. |
| Office: : | Office of Solid Waste and Emergency Response (OSWER), Environmental Response Team (ERT) |

Environmental Chemical Warfare Agent Analytical Capability Support

| | |
|-------------------|---|
| NAICS Code : | 541380 |
| Title: | Environmental Consulting Services |
| Size Standard: | \$15M |
| Strategy: | Non-competitive (Sole Source) 8(a) Certified Firm |
| Estimated Value | \$500k-\$1M |
| Point of Contact: | Elaine Scott (202) 564-4478 scott.elaine@epa.gov |
| Services: | Environmental analytical issues, including developing capability and capacity where it does not exist or is very limited for chemical warfare agents. |
| Office: : | Office of Solid Waste and Emergency Response (OSWER) |

Upcoming Office of Air and Radiation Procurement

| | |
|-------------------|--|
| NAICS Code: | 541620 |
| Size Standard: | \$15M |
| Strategy: | Certified 8(a) firms |
| Estimated Value | \$5 - 10M |
| Point of Contact: | Whitney Coleman-Clark 202-564-4787 coleman-clark.whitney@epa.gov |
| Services: | Energy Star Hotline and Distribution Support |
| Office: | Office of Atmospheric Programs, Climate Protection Partnerships Division |

Upcoming Office of Air and Radiation Procurement

| | |
|-------------------|--|
| NAICS Code: | 541620 |
| Size Standard: | \$15M |
| Strategy: | To Be Determined |
| Estimated Value: | \$5 - 10M |
| Point of Contact: | Whitney Coleman-Clark 202-564-4787 coleman-clark.whitney@epa.gov |
| Services: | Marketing, Media, and Educational Support Services for Energy Star, et al. |
| Office: : | Office of Atmospheric Programs, Climate Protection Partnerships Division |



Please complete our survey

Thank You For Attending!

OSBP Women Owned Counseling Session 5/6/15